

Developing A Trauma Activation Fee



**IDAHO TIME SENSITIVE
EMERGENCY SYSTEM**

TRAUMA | STROKE | STEMI

Trauma activation fees (the 68x code) will help offset your trauma program costs.

To bill for a trauma activation you must:

- Be a designated trauma center (by the state or ACS);
- Receive pre-notification before the patient's arrival (pre-notification can come from EMS, law enforcement or dispatch); and
- Have a defined response to each trauma patient priority level

Each center must calculate the cost for each level of activation and negotiate that fee with their payers.

This presentation will guide you through the process.

Getting Started

Some things to remember:

- When calculating fees, include EVERYTHING.
- 068x codes were developed by the Trauma Center Association of America (traumafoundation.org).
- The “x” in the 068x code is the designation level of the trauma center.
 - A Level II Trauma Center’s trauma activation code is 0682
 - A Level IV Trauma Center’s trauma activation code is 0684

- There is not “ballpark” activation fee figure. Each center must calculate its own fees.
- Don’t forget to involve your center’s fiscal/billing staff from the beginning.
- Trauma activation fees can be charged whether the patient is admitted, discharged, transferred, or even died.
- Trauma activation fees are IN ADDITION to Emergency Department charges, not INSTEAD OF Emergency Department Charges

Step 1

Determine your center's response to each level of activation.

	Priority 1	Priority 2	Priority 3
Staff Response	ED Provider 2 RNs CNA/EMT X-ray Tech CT Tech Lab Tech House supervisor Security Spiritual Care	ED Provider 1 RN CNA/EMT X-ray Tech CT Tech Lab Tech	ED Provider 1 RN X-ray Tech Lab Tech

Step 2

Calculate the cost of activating your trauma team.

Trauma Team

Do this for each trauma activation level.

Trauma Team Members	How many?	Hourly Pay
	Total # of team members:	Average hourly pay:

Average time (in hours) a trauma team response takes:

	x		x		=	\$	per priority	trauma team activation
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Sample ONLY

Not intended for duplication

Trauma Team Members	How many?	Hourly pay
Provider	1	\$150
RN	2	\$35 × 2
Lab	1	\$12
X-ray	1	\$16
Total # of team members: 5		Average hourly pay: \$42.60

Average time (in hours) a trauma team response takes: 1.2 hours

$$5 \times \$42.60 \times 1.2 = \$255.60 \text{ per priority 2 trauma team activation}$$

Step 3

Calculate the cost of your trauma program staff.

Trauma Program Staff

FTE of your Trauma Program Manager				
	x	2080	=	hours

	Average # of trauma cases per year		
hours	/		=

	Hourly Pay		Add this amount to all priority levels of trauma team activation	
	x	\$	=	\$

Sample ONLY

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FTE of your Trauma Program Manager				
0.5	x	2080	=	1040 hours

	Average # of trauma cases per year		
1040 hours	/	35	= 29.7

	Hourly Pay		Add this amount to all priority levels of trauma team activation	
29.7	x	\$ 26.50	=	\$ 787.05

Annual salary of your Trauma Medical Director		# of hours worked per year		Average hourly pay
\$	/		=	\$

% of time spent doing Trauma Medical Director work						# of hours worked per year		Hours per year working on trauma
	/	100	=		x		=	

Hours per year working on trauma		Average # of trauma patients per year		Hours per trauma patient		Average hourly pay		Add this amount to all priority levels of trauma team activation
	/		=		x		=	\$

Sample ONLY

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Annual salary of your Trauma Medical Director		# of hours worked per year		Average hourly pay
\$ 175,000	/	2080	=	\$ 84.13

% of time spent doing Trauma Medical Director work						# of hours worked per year		Hours per year working on trauma
30	/	100	=	.3	x	2080	=	624

Hours per year working on trauma		Average # of trauma patients per year		Hours per trauma patient		Average hourly pay		Add this amount to all priority levels of trauma team activation
624	/	35	=	17	x	\$ 84.13	=	\$ 1430.21

- If you have a Trauma Registrar, use the same process as the Trauma Program Manager.
- If you have an OR, use the same process as the Trauma Team.

Step 3

You can also include the cost of trauma center designation.

For a Level IV Trauma Center you would add the \$4,000 annual designation fee to the \$500 site survey fee (the fee divided over 3 years) and then divide by the total average number of trauma patients that you see per year.

Example:

$$\$4,000 + \$500 = \$4,500 / 45 = \$100$$

Add \$100 to each level of trauma activation.

Putting it all together

	Trauma Team		Trauma Program Manager		Trauma Medical Director		Trauma Registrar		OR	Trauma Designation Fees			<div> Total cost per trauma activation. Use this number to submit to payers. </div>
Priority 1 Trauma Activation	\$	+	\$	+	\$	+	\$	+	\$	+		=	
Priority 2 Trauma Activation	\$	+	\$	+	\$	+	\$	+	\$	+		=	
Priority 3 Trauma Activation	\$	+	\$	+	\$	+	\$	+	\$	+		=	

- The TSE staff is available to help you through the process.

- Please note that we cannot help you determine your actual costs.

- Christian Surjan

TSE Program Manager

surjanc@dhw.idaho.gov

(208) 334-6564

We are here to help you!